

07000852

**FEDSTATES** XCHANGECOMMISSION

.......gton, D.C. 20549

# Estimated average burden hours per response..... 12.00

Expires:

SEC FILE NUMBER **8**- 49023

3235-0123

January 31, 2007

# **ANNUAL AUDITED REPORT FORM X-17A-5** PART III

**FACING PAGE** Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BE	GINNING January 1, 2006 AND END  MM/DD/YY	ING December 31, 2006  MM/DD/YY
	A. REGISTRANT IDENTIFICATION	
NAME OF BROKER-DEALER:	Pacific Cornerstone Capital, Inc.	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLAC	CE OF BUSINESS: (Do not use P.O. Box No.)	FIRM I.D. NO.
1920 Main Street, Su	ite 400	
	(No. and Street)	
Irvine,	California	92614
(City)	(State)	(Zip Code)
NAME AND TELEPHONE NUM Terry Roussel	BER OF PERSON TO CONTACT IN REGARD TO TI	HIS REPORT 949-852-1007
		(Area Code – Telephone Number)
	B. ACCOUNTANT IDENTIFICATION	PROCESSEI
	JNTANT whose opinion is contained in this Report*  Professional Corporation	MAR 0 6 2007
	(Name – if individual, state last, first, middle name)	THOMSON
10680 W. Pico Boulevard	l, Suite 260 Los Angele	s, CA FINANCIAL 90064
(Address)	(City) (S	State) (Zip Code)
CHECK ONE:		RECEIVED CO
Certified Public Acce	ountant	EED 1 ( see
☐ Public Accountant		FEB 1 6 2007 >>
Accountant not reside	ent in United States or any of its possessions.	185 (\$2)
	FOR OFFICIAL USE ONLY	
		<b>V</b>
		Λ

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis

Potential persons who are to respond to the election of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

#### OATH OR AFFIRMATION

l,	Terry Roussel	, swear (or affirm) that, to the best of
my kr	nowledge and belief the accompanying financial	statement and supporting schedules pertaining to the firm of
	Pacific Cornerstone Capital, Inc	. , as
of	December 31	_, 20 <u>06</u> are true and correct. I further swear (or affirm) that
neithe	er the company nor any partner, proprietor, princ	cipal officer or director has any proprietary interest in any account
classi	fied solely as that of a customer, except as follow	vs:
N		
No	ne	
		Rough
		Signature
		President
		Title
. (	Michal My Var Lo	Moure
	Notary Public	MICHELE M. TAYLOR Commission # 1424317
		Notary Public - California
	eport ** contains (check all applicable boxes): ) Facing Page.	Orange County My Comm. Expires Jun 18, 2007
	) Statement of Financial Condition.	my comm. Explies Jul 16, 2007
`	) Statement of Income (Loss).	
	) Statement of Cash Flows.	
	) Statement of Changes in Stockholders' Equity	
	Statement of Changes in Liabilities Subordina	ted to Claims of Creditors.
	Computation of Net Capital.	
	) Computation for Determination of Reserve Re Information Relating to the Possession or Con	
		ation of the Computation of Net Capital Under Rule 15c3-1 and the
_ 0,		Requirements Under Exhibit A of Rule 15c3-3.
<b>X</b> (k)	) A Reconciliation between the audited and una	
1071 ZIS	A O 1 A 60	
	An Oath or Affirmation.  A copy of the SIPC Supplemental Report.	
		ound to exist or found to have existed since the date of the previous audit.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

# SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C.

ANNUAL AUDIT REPORT

DATE - DECEMBER 31, 2006

PACIFIC CORNERSTONE CAPITAL, INC. 1920 MAIN STREET, SUITE 400 IRVINE, CALIFORNIA 92614

## CONTENTS

Report of Independent Auditor	1
Statement of Financial Condition	2
Statement of Income	3
Statement of Changes in Stockholders' Equity	4
Statement of Cash Flows	5
Notes to Financial Statements	6-7
SUPPLEMENTARY INFORMATION	
Computation of Net Capital Pursuant to rule 15c3-1 of the Securities and Exchange Commission	8
Schedule of Operating Expenses	9 - 10
Independent Auditor's Report on Internal Accounting Control Required by Sec Rule 17a-5	11 - 12

# George Brenner, CPA

A Professional Corporation 10680 W. PICO BOULEVARD, SUITE 260 LOS ANGELES, CALIFORNIA 90064 310/202-6445 – Fax 310/202-6494

#### REPORT OF INDEPENDENT AUDITOR

Board of Directors Pacific Cornerstone Capital, Inc. Irvine, California

I have audited the accompanying statement of financial condition of Pacific Cornerstone Capital, Inc., (the Company) as of December 31, 2006 and related statements of income, changes in stockholders' equity and cash flows, and for the year then ended. These financial statements are being filed pursuant to Rule 17a-5 of the Securities Exchange Act of 1934 and include the supplemental schedule of the net capital computation required by rule 15c3-1. These financial statements are the responsibility of the Company's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with the auditing standards generally accepted in the United States of America. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, such financial statements referred to above present fairly, in all material respects, the financial condition of the Company as of December 31, 2006 and the results of its operations, stockholders' equity and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Joseph Warel, CPA, Partner George Brenner, CPA

Los Angeles, California January 17, 2007

## PACIFIC CORNERSTONE CAPITAL, INC. STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2006

## **ASSETS**

Cash Concession Receivable – CLFA and CCP REIT Accounts receivable – other Prepaid expense	\$568,107 66,537 4,668 15,000
Total assets	<u>\$654,312</u>
LIABILITIES AND STOCKHOLDERS Liabilities:	' EQUITY
Accounts payable	\$ 40,739
Accrued liabilities	82,571
Due to CCP REIT	14,872
Concession payable – CCP REIT	37,433
Commission payable – CVI	32,744
Total liabilities	208,359
Stockholders' equity: Common stock, no par value per share; authorized 100,000 shares; issued and outstanding 1,429 shares Notes receivable Preferred stock – A – 1,200,000 shares Preferred stock – B – 1 share Retained earnings (deficit)  1,275,000 248,975 Retained earnings (deficit)  (1,198,105)	
Total stockholders' equity	445,953
Total liabilities and stockholders' equity	<u>\$654,312</u>

## PACIFIC CORNERSTONE CAPITAL, INC. STATEMENT OF INCOME YEAR ENDED DECEMBER 31, 2006

#### Revenues:

DPP concessions Interest	\$5,089,653 921
Total revenues	5,090,574
Expenses:	
Operating Costs - Page 10 Expense Sharing Agreement	4,672,894 120,000 4,792,894
Net income before taxes	297,680
State income taxes	800
Net income	<u>\$_296,880</u>

# PACIFIC CORNERSTONE CAPITAL, INC. STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY

# YEAR ENDED DECEMBER 31, 2006

	Common Stock	Notes Receivable Shareholder	Series A Preferred Stock	Series B Preferred Stock	Accumulated Deficit	<u>Total</u>
Balance at	#1 CO O CO	<b>0</b> ( 40.4 <b>5</b> 0)	***	****	•	
December 31, 2005	\$160,253	\$( 40,170)	\$1,275,000	\$248,975	\$(1,494,985)	\$ 149,073
Net income for the year ended						
December 31, 2006				43.	_296,880	296,880
Balance at December 31, 2006	<u>\$160,253</u>	<u>\$(_40,170</u> )	<u>\$1,275,000</u>	<u>\$248,975</u>	<u>\$(1,198,105</u> )	<u>\$ 445,953</u>

The accompanying notes are an integral part of these financial statements.

# PACIFIC CORNERSTONE CAPITAL, INC. STATEMENT OF CASH FLOWS

# YEAR ENDED DECEMBER 31, 2006

Cash flows from operating activities:  Net income	\$ 296,880
Adjustments to reconcile net income to net cash provided from operating activities:	
Concessions receivable – CLFA and CCP REIT Accounts receivable Prepaid expense Due from, CIP Accounts payable Due to, CCP REIT Concession payable – CRF/CCP REIT Commission payable – CVI Accrued liabilities	(66,537) 582 (15,000) 2,663 34,083 14,872 33,933 32,744 82,571 119,911
Net cash flows provided by Operating Activities	416,791
Cash flows from investing activities:	
Cash flows from financing activities:	
Net increase in cash	416,791
Cash at beginning of period	151,316
Cash at end of year	<u>\$ 568,107</u>
SUPPLEMENTAL CASH INFORMA	TION
Cash payments for: Income taxes Interest expense	\$ 800 \$

The accompanying notes are an integral part of these financial statements.

5

#### PACIFIC CORNERSTONE CAPITAL, INC. NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2006

#### NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Nature of Business

The Company is a registered broker-dealer incorporated under the laws of the State of California maintaining its office in Irvine, California, and is subject to a minimum net capital requirement of \$5,000 under Securities and Exchange Commission (SEC) Rule 15c3-1. The Company operates pursuant to the (k)(2)(i) exemptive provision of SEC Rule 15c3-3 and does not hold customer funds or securities. The Company's business consists of the wholesale of direct participation programs. (DPP)

The Company's business during 2006 was all with related parties.

#### **Expense Sharing Agreement**

In June 2004, the Company entered into an agreement with an affiliate wherein the affiliate agrees to pay certain of the Company's expenses in consideration for exclusive marketing and sales consideration.

Under the terms of the agreement, the affiliate will pay 100% of the rent, telephone and other occupancy costs of the Company. In addition, the affiliate will pay 100% of the salaries, expenses and benefits for the shared employees (other than commissions from broker/dealer transactions) for the exclusive marketing activities from the Company. Pursuant to SEC Rules 15c3-1, 17a-3, 17a-4, and 17a-5, the Company maintains a separate schedule of these expenses on a monthly basis. During 2006 the Company paid \$120,000 toward the above common occupancy and shared employees' expenses.

#### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Income Taxes

The Company files its income tax returns on the cash basis of accounting. Deferred income taxes result primarily from the use of the cash method for tax purposes whereas the accrual method is used for accounting purposes. As of December 31, 2006, the Company had a net operating loss carry forward of approximately \$1,200,000 which has been fully reserved.

#### Cash Equivalents

For purposes of the statement of cash flows, the Company considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. There were no cash equivalents at December 31, 2006.

### PACIFIC CORNERSTONE CAPITAL, INC. NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2006

#### NOTE 2 – INCOME TAXES

Deferred taxes are accounted for under Financial Accounting Standard 109 (FAS 109), which uses an asset and liability approach in recognizing timing differences. This approach requires the recognition of deferred tax liabilities and assets for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of other assets and liabilities.

#### NOTE 3 – RELATED PARTY TRANSACTIONS

The Company received all its fees for selling Direct Participation Programs from related companies. Also, see Note 1 "Expense Sharing Agreement".

#### NOTE 4 - NET CAPITAL

The Company is subject to a minimum capital requirement that is the greater of \$5,000 or 6 2/3% of aggregate indebtedness, \$13,891 at December 31, 2006, under SEC Rule 15c3-1, and requires that the ratio of aggregate indebtedness to net capital shall not exceed 15 to 1. Net capital and the related net capital ratio fluctuate on a daily basis; however, as of December 31, 2006, the net capital was \$359,748, which exceeded the required minimum capital by \$345,857. The aggregate indebtedness to net capital ratio was 57.9%. See page 8.

# PACIFIC CORNERSTONE CAPITAL, INC. COMPUTATION OF NET CAPITAL PURSUANT TO RULE 15c3-1

# **DECEMBER 31, 2006**

Total equity from statement of financial condition	\$ 445,953
Less non-allowable assets:  Concession Receivable CLFA and CCP REIT Accounts Receivable other Prepaid Expense  Net capital	( 66,537) ( 4,668) ( 15,000) ( 86,205) \$ 359,748
COMPUTATION OF BASIC NET CAP	PITAL REQUIREMENT
Minimum net capital required (6 2/3% of aggregate indebtedness of \$208,359)	<u>\$ 13,891</u>
Minimum dollar net capital required	<u>\$5,000</u>
Net capital required (greater of above two figures)	<u>\$ 13,891</u>
Excess net capital	<u>\$ 345,857</u>
COMPUTATION OF RATIO OF AGGREGATRE IN	NDEBTEDNESS TO NET CAPITAL
Total liabilities (aggregate indebtedness)	<u>\$ 208,359</u>
Ratio of aggregate indebtedness to net capital	<u>57.9%</u>
Percentage of debt to debt-equity total computed in accordance with Rule 15c3-1(d)	N/A
The following is a reconciliation as of December 31, 2006 the Company's corresponding unaudited computation pursuant	of the above net capital computation with uant to Rule 179-5(d) (4):
Unaudited Retained earnings Audited	\$ 367,792 _(8,044) \$ 359,748

# George Brenner, CPA

A Professional Corporation 10680 W. PICO BOULEVARD, SUITE 260 LOS ANGELES, CALIFORNIA 90064 310/202-6445 – Fax 310/202-6494

#### INDEPENDENT AUDITOR'S REPORT ON THE SCHEDULE OF OPERATING EXPENSES

Board of Directors
Pacific Cornerstone Capital, Inc.
Irvine, California

My audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The attached schedule of operating expenses for the year ended December 31, 2006 is presented for purposes of additional information and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in my opinion, is fairly stated in all material respects in relation to the basic financial statements as a whole.

Joseph Vaféh, CPA, Partner George Brenner, CPA

Los Angeles, California January 17, 2007

# PACIFIC CORNERSTONE CAPITAL, INC. SCHEDULE OF OPERATING EXPENSES YEAR ENDED DECEMBER 31, 2006

Advertising Expense	\$	1,086
Audit Expense		13,120
Business Licenses & Permits		25
CCP REIT Concessions	2,	384,432
CCP REIT Due Diligence		21,264
CCP REIT Marketing Expense		113,917
CCP REIT Training & Education		176,402
CIP Leveraged Concessions	1,	146,289
CIP Leveraged Due Diligence		54,141
CIP Leveraged Education & Training		112,062
CIP Leveraged Marketing Expense		30,437
Cornerstone Ind Prop Concessions		7,900
Cornerstone Ind Prop Marketing Expense		363
Cornerstone Realty concessions		46,005
Cornerstone Realty Marketing Expense		10,704
Commissions		183,830
Dues & Subscriptions		11,816
Education & Training		47,666
Entertainment & Meals		898
Incentive Bonus		11,228
Insurance Expense		467
Marketing Expense		17,000
Office Expense		10
Postage & Delivery		25,465
Printing Expense		2,893
Professional Services		111,250
Regulatory Filing Fees		48,111
Sponsorship Fees		82,364
Travel Expenses		10,947
Miscellaneous Expenses		802
Total	<u>\$4,0</u>	<u> 672,894</u>

# PART II PACIFIC CORNERSTONE CAPITAL, INC. STATEMENT OF INTERNAL CONTROL DECEMBER 31, 2006

# George Brenner, CPA

A Professional Corporation 10680 W. PICO BOULEVARD, SUITE 260 LOS ANGELES, CALIFORNIA 90064 310/202-6445 – Fax 310/202-6494

Report of Independent Auditor on Internal Accounting Control Required by SEC Rule 17a-5

Board of Directors Pacific Cornerstone Capital, Inc. Irvine, California

In planning and performing my audit of the financial statements of Pacific Cornerstone Capital, Inc., (hereafter referred to as the "Company") for the year ended December 31, 2006. I have considered its internal control structure, including procedures for safeguarding securities, in order to determine my auditing procedures for the purpose of expressing my opinion on the financial statements, and not to provide assurance on the internal control structure.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission, I have made a study of the practice and procedures (including tests of compliance with such practices and procedures) followed by the Company that I considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (aggregate debts) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c-3. I did not review the practice and procedures followed by the Company: (1) in making the quarterly securities examinations, counts, verifications, and comparisons, and recordation of differences required by Rule 17a-13; (2) in complying with Section 8 of Federal Reserve Regulation T of the Board of Governors of Federal Reserve System; or (3) in obtaining and managing physical possession or control of all fully paid and excess margin securities of customers, because the Company does not carry security accounts for customers or perform custodial functions relating to customer securities.

The management of the Company is responsible for establishing and maintaining an internal control structures and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures and of the practice and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the Commission's above mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide responsibility and safeguard against loss from unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in accordance with generally accepted accounting principles.

Board of Directors Pacific Cornerstone Capital, Inc. Irvine, California

Rule 171-5(g) lists additional objectives of the practice and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the degree of compliance with them may deteriorate.

My consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weakness under the standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control structure elements does not reduce to a relatively low level the risk that errors or fraud in amounts that would be material in relationship to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, I noted no matters involving the accounting system and control procedures that I considered to be material weaknesses as defined above. In addition, the Company, was in compliance with the exemptive provisions of Rule 15c3-3 as of December 31, 2006 and no facts came to my attention indicating that such conditions had not been complied with during the year then ended.

I understand that the practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the Commission to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on my study, I believe that the Company's practices and procedures were adequate on December 31, 2006 to meet the Commission's objectives.

This report is intended solely for the use of the Board of Directors, management, the Securities and Exchange Commission, the National Association of Securities Dealers, Inc., and other regulatory agencies which rely on Regulation 17a-5(g) under the Securities Exchange Act of 1934, and should not be used for any other purposes.

Joseph Vateh, CPA, Partner Géorge/Brenner, CPA

Los Angeles, California January 17, 2007

END